



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING MINUTES:	REAL ESTATE COMMISSION
MEETING DATE AND TIME:	Thursday, November 14, 2019 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A, Second Floor of the Cannon Building
MINUTES FOR APPROVAL	

MEMBERS PRESENT

Nikki Lane, Professional Member, **Chairperson**
Randy Marvel, Professional Member, **Vice-Chairperson**
Nora Martin, Professional Member, **Secretary**
Lynette Scott, Professional Member
Jason Giles, Professional Member
Lynn Rogers, Public Member

DIVISION STAFF/ DEPUTY ATTORNEY GENERAL

Eileen Kelly, Deputy Attorney General
Danielle Cross, Administrative Assistant III

MEMBERS ABSENT

No members absent

ALSO PRESENT

Brian Glancy
Beau Zebley
Deanna Hoover
Zachary Foust
Sal Sedita
Andrew Taylor
Bobbi Slagle
Allison Stine
Jeffrey Whitaker

CALL TO ORDER

Ms. Lane called the meeting to order at 9:00 a.m.

REVIEW OF MINUTES

The Commission reviewed the October 10, 2019 meeting minutes. Ms. Martin made a motion, seconded by Mr. Rogers to approve the October minutes amending in addition the word 'team' is not allowed. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Reconsider New Office Permit Application for Myers Realty w/Loft Team LLC

The Commission reviewed the application for Myers Realty w/Loft Team. Ms. Martin made a motion, seconded by Mr. Giles to table the new office permit application. New documents were submitted and found insufficient. The name cannot have 'team'. The name on the application, signage and escrow account all need to match. It also needs to be confirmed that the office manager has been licensed for 5 years. By unanimous vote, the motion carried.

Reconsider New Office Permit Application for Keller Williams Realty

The Commission reviewed the application for Keller Williams Realty. Mr. Giles made a motion, seconded by Mr. Rogers to table the new office permit application. The signage needs to be updated with the brokerage name listed first and the team name secondary. The company name on the application needs to match what is listed on the escrow account. It needs to be confirmed that the office manager has been licensed for five years. By unanimous vote, the motion carried.

Reconsider New Office Permit Application for Berkshire Hathaway Homeservices Fox & Roach

The Commission reviewed the application for Berkshire Hathaway Homeservices Fox & Roach. Ms. Scott made a motion, seconded by Mr. Rogers to approve the new office permit application. By unanimous vote, the motion carried.

Reconsider New Office Permit Application for Vantage Resort Realty of MD

The Commission reviewed the application for Vantage Resort Realty of MD. Ms. Martin made a motion, seconded by Mr. Giles to table the new office permit application. The escrow account provided showed a bank in Maryland. Need to provide documentation that there is a Delaware branch office. By unanimous vote, the motion carried.

Review of Commission Rules and Regulations and Education Guidelines

The Commission reviewed and discussed the updates included in the Rules and Regulations as well as the Education Guidelines. Mr. Giles made a motion, seconded by Mr. Marvel to approve the Commission Rules and Regulations and Education Guidelines. By unanimous vote, the motion carried.

NEW BUSINESS

Guaranty Fund Hearing – Hoover & Hoover LLC

Ms. Kelly called the hearing to order at 9:06 a.m. The Commission introduced themselves for the record. Hoover and Hoover was represented by attorney Brian Glancy, Esquire. Hoover and Hoover's claim and all supporting documentation were entered into the record as Exhibit 1. In addition, the Release of Contract of Sale and Disbursement of Deposit, and Complaint, date stamped November 8, 2018, were entered into the record as Exhibits 2 and 3. Mr. Glancy addressed the Commission and presented the facts pertaining to Hoover and Hoover's claim. Ms. Hoover was sworn and offered testimony. The Commission went into deliberations at 9:30 a.m. Mr. Giles moved, seconded by Ms. Scott to grant the reimbursement request of \$10,000.00 (principal only). By unanimous vote, the motion carried. The hearing concluded at 9:32 a.m.

Education Committee Report Update – November 14, 2019

Sal Sedita was present from the Real Estate Education Committee and gave the Commission an update from the November meeting.

Review Recommendation for Eric Marshall

The Commission reviewed recommendation for Mr. Marshall, Mr. Giles made a motion, seconded by Mr. Marvel to increase the fine to \$2500.00, 6 month suspension and add 3 hours of Ethics to the Continuing Education needed to lift suspension. By unanimous vote, the motion carried.

Ratification of Associate Brokers/Broker/Salesperson Applications

Ms. Scott made a motion, seconded by Mr. Rogers, to ratify the approved applications for associate brokers, brokers, and salespersons per the attached list. By unanimous vote, the motion carried.

Review of Salesperson Application(s)

Jeffrey Whitaker – Ms. Martin moved, seconded by Mr. Marvel to propose to deny Jeffrey Whitaker's Salesperson application based on his past substantially related criminal convictions. Mr. Giles recused. By unanimous vote, the motion carried.

CORRESPONDENCE

There was no correspondence before the Commission

OTHER BUSINESS BEFORE THE COMMISSION (for discussion only)

There was no other business before the Commission.

PUBLIC COMMENT

There was no public comment

NEXT SCHEDULED MEETING

The next meeting will be held on December 12, 2019 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

ADJOURNMENT

There being no further business before the Commission, Mr. Giles moved, seconded by Ms. Scott to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:33 a.m.

Respectfully submitted,



Danielle Cross
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentation.